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November 21, 1967

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[redacted]  
Post Office Box 8031  
Southwest Station  
Washington, D. C. 20024

Subject: Request for Proposal No. RD-8-68  
Project No. 02318

Gentlemen:

We have been pleased to review the subject request for proposal and submit the following in response to it.

Having studied the proposed development objectives, it is our feeling that the interests of the Project could be best served by a slightly different approach. We would suggest that a design study contract awarded separately prior to prototype fabrication would greatly enhance the final design, appreciably reduce total cost of the prototype and could be accomplished in the same time frame. This suggestion is based on the opinion that such an arrangement would be necessary to ensure that proper perspective is placed on the design phase.

Because of the number of different design concepts that would be evaluated, perhaps a time and materials type contract would be most appropriate. Our budgetary estimate for such a study would be about [redacted]. The study could be completed within three months following issue of a contract. At the time of completion of the design effort we would submit our firm fixed quotation for fabrication of the prototype as well as a more reliable estimate of the cost of production quantities.

Prompt conclusion and delivery of the design would be dependent upon the availability of the [redacted] instrument from the inception of the study.

Thank you for giving us the opportunity to quote on this study. Your interest in [redacted] is appreciated.

Sincerely yours,

MJB:MLA

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